

NORTHERN NECK TO FAR-OFF FREDERICK

Farm Demonstration
Work Goes On—News
From the Outposts.

NORTHUMBERLAND AND LANCASTER

Counties Between Rappahannock
and Potomac May Become
Great Cattle Country—Things
Being Accomplished in
Frederick County—In-
teresting Figures.

Continuing the discussion of the co-
operative farm demonstration work in
Virginia, I give below two interesting
letters from demonstration agents,
whose fields of operation are very far
apart and in entirely different environ-
ments.

B. M. Warriner, the agent for the
counties of Northumberland and Lan-
caster, with headquarters at Heathsville,
writes as follows:

Demonstration work was taken up
in Northumberland County and Lan-
caster County in November, 1912. At
first the people took very little interest
in it, but the work gradually won its
way. As the farmers became inter-
ested the work progressed rapidly,
until to-day it is the most acceptable
solution of many farm problems.

These counties are not raising enough
hay for home consumption. The land
is very adaptable; almost any kind of
grass can be grown well. Alfalfa seems
to be perfectly adapted to the soil as
one sees the sweet clover growing
along the roadsides.

I visited the farm of a certain gentle-
man several months ago to consult with
him about raising grass. He would
have nothing to do with demonstration
methods. Yesterday the same gentle-
man told me that he desired to put in
a field of about ten acres in mixed
grasses. This change of mind I put
to the interest in raising pure bred
cattle. With the abundant grasses and
fairly raised grain, the prospect of
these counties exporting beef cattle is
very good, and could be realized in a
few years.

The Boys Right in It.

I find the boys are very much in-
terested in better farming. I was told
that I would be doing well to get fifty
corn club boys. I got one hundred and
thirty odd. Some of the boys are the
sons of the wealthiest citizens, but
there are others. One little chap,
hardly taller than a plow handle, is
the eldest child of a very poor widow.
This boy was not on hand the day I
visited the school, so hearing of me
from the other children, he wrote to
me asking that I teach him how to
farm, so that he could take care of
mother. He is now one of my most
earnest corn club boys. Another boy
no larger than this one, is working
his acre with two old oxen, the best
he has. These boys and many like
them are working early and late, and
they have some pretty acres of corn
to show for it.

Quite a large per cent of the in-
habitants of this State who are not
familiar with this section are under
the impression that the Northern Neck
is not progressive, and especially along
agricultural lines. This idea, I am
sure, was brought about by the inac-
cessibility of the Neck. It is true that
the people have not developed their
agricultural interests as they should.
This neglect is due largely to the fact
that they have been unable to com-
pete with the prices which the fish-
fertilizer factories are paying for
labor.

Under the old method the farmer
cultivated more land than was neces-
sary, and consequently had to have
a great deal of labor. Some of the
farmers, realizing the seriousness of
their condition, began searching for
a solution of their problem, and think
they have found it in the demonstra-
tion work.

Old Folks Slow, But Coming.

So far the purpose of organizing the
corn clubs, and also to interest
some of the adult farmers in growing
better corn. The new method was
very readily accepted by the boys,
but it did not seem to meet with the
approval of the adult farmer at first.
I continued, though, and finally suc-
ceeded in getting about thirty farm-
ers, who agreed to cultivate entirely
or partially, according to the depart-
ment's methods.

As the spring advanced I commenced
soliciting grass demonstrators, and
the demonstration work took on a
different appearance. Nearly every
man who was approached on the sub-
ject of grasses consented to grow with-
out the slightest hesitation, and I
believe I am perfectly safe in saying
that there will be something like 400
acres seeded this fall to alfalfa and
the other grasses. Now, for the sake
of argument, will you say that the 400
acres will produce 1,400 tons of hay?
Putting this hay at the very low price
of \$10 per ton, it is seen that this
crop alone means a saving of \$14,000
for these two counties.

Northern Neck for Alfalfa.

There is every indication that alf-
alfa can be grown profitably, and it
has been proven very conclusively by
one of my demonstrators. I visited
this gentleman on the 14th of May and
found him cutting one of the
finest crops of red clover and alfalfa
that I have ever seen. The first cutting
from this field yielded three and a
quarter tons of cured hay per acre.
I walked through this same field again
on June 16, and the second crop was
about as good as the first.

Some of the farmers are beginning
to realize what wonderful possibi-
lities they have here for cattle raising,
and they are becoming very much
interested in the beef type. Owing
to the lack of better shipping facili-
ties, it would be almost impossible
to make dairying pay, unless the farm-
ers become interested to the extent
that they will establish a co-operative
creamery.

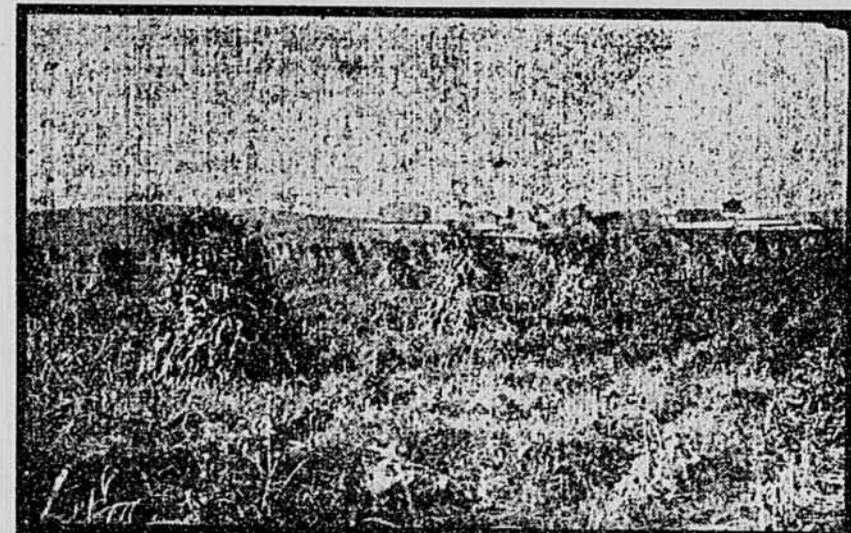
In addition to the grasses, cowpeas,
soy beans and the small grains can
be grown with very little trouble.
These crops will, of course, enable the
farmers to produce as cheap pork, and
probably cheaper, than any other sec-
tion of the State.

It was not very encouraging to be
(Continued On Third Page.)

WHEAT AND CORN ALL THE TALK IN VIRGINIA NOW



THE JULY APPEARANCE OF A VIRGINIA CORNFIELD.



CORN FOR THE SILO.



THE SILO WAITING FOR VIRGINIA CORN ROUGHAGE.



WHEAT CUTTING IN ALBEMARLE COUNTY.

VIEWS AND NEAR VIEWS; HINTS AND SUGGESTIONS

BY FRANK S. WOODSON,
Industrial Editor.

This column is open to contributors who have something to
say of a suggestive nature, and who are willing to make hints
and suggestions looking to the better development of the good
old States of Virginia, West Virginia and North Carolina, and
who can hold their suggestions down in any one issue to from
150 to 200 words. Such communications, addressed to the
Industrial Editor, will receive prompt attention.

Now for Big Wagon Factory.

A Richmond booster, one who ap-
parently is never satisfied to stop with
good things accomplished, but wants
to proceed at once to work out some-
thing more along the same or similar
lines, writes:

"When the Industrial Section started
the agitation for a great buggy
manufacturing plant in Greater
Richmond, I was right with you, and
I believe I was the first to suggest
that a combination buggy and wagon
factory would be a good idea. The
Industrial Section did not agree with
me, but argued that it would be wiser
to get the big wagon factory first and
then the big buggy factory would
follow it as surely as the day follows
the night. Now, thanks to the efforts
of The Times-Dispatch, we have the
buggy factory or will have it as soon
as the little regiment of builders can
finish the necessary buildings. Do you
think it is too soon to commence the
calls for the wagon factory? I am
sure, and have been for several years.
I shall, in disregard of the great loss
that no enterprise would pay better
in Richmond than a twentieth century
wagon factory. I mean one on a very
large scale. Let me suggest that the
Industrial Editor turn some of his
hints and suggestions wagon-wards
now." That is a very good suggestion,
and shall be heeded. For the present
the booster's hint is sufficient.

The Value of Talk.

E. L. Godkin, one of the ablest of
American journalists, not long ago
submitted to his readers a valuable
hint as follows:

"No one ever talks freely about any-
thing without contributing something,
let it be ever so little, to the unseen
forces which carry the race on to its
final destiny. Even if he does not
make a positive impression, he coun-
teracts or modifies some other impres-
sion, or sets in motion some train of
ideas in some one else, which helps
to change the face of the world. So
I shall, in disregard of the great loss
of silence which filled the earth in
the days of Carlyle, say that one of
the functions of an educated man
is to talk, and, of course, he should
try to talk wisely."

Stand by Your Home Town.

However (referring to the above),
it may be said that much depends upon
what a man talks about, and the way
he talks about it. In this connection
the following, which I clip from a
Western paper, is submitted as a very
timely hint to several hundred Rich-
mond people many of whom I happen
to know and know they need to act
promptly on just such a wise sug-
gestion. The Western paper says:
"A man who doesn't stand up for
his own town isn't much good. In
such cases the trouble is almost al-
ways with the man and not with the
town. It is the height of ingratitude,

the extreme of bad taste, to speak
slightly of the place where you
live, make your money and raise your
family. It is the height of folly, too,
for all such talk has its influence,
not much, perhaps, but some, upon
general conditions in the home town,
and every individual is affected by
general conditions. When you knock
the home town you are knocking
your own game."

Whole Bag of Hints.

The president of an insurance com-
pany, not in Virginia or the South, as
for that matter, but away up yonder
somewhere, was obliged recently to re-
move one of the managers of the com-
pany for downright dishonesty. Soon
after the discharge of the conscience-
less manager, the president was very
much bothered by bills coming in for
the removal of the dishonest manager.
"Look out for automobile owners
who cannot afford to maintain cars.
The automobile has largely taken the
place of the woman in the case."
There is a bag full of hints in that
short statement.

A Hint to the Hinder.

Somebody has mailed to this depart-
ment a clipping from a newspaper, the
name of which is not given, and doubt-
less the sender sent it as a kind of
hint or suggestion to the Industrial
Editor. Here it is:

"An editor will read about half of
an Agricultural Experiment Station
bulletin on the value of the soy bean
for soil enrichment purposes and then
write an editorial that sounds as if he
knew more about the subject than the
whole blamed station put together."

The Independent Scale Company,
which has a big plant in Kansas City,
wants to move said plant to the South-
eastern section, Virginia or North
Carolina preferred. Maybe here is a
chance for Richmond to harness a new
industry.

A private letter informs me that there
are openings, and good ones, at Nor-
ton, Va., for a drug store, an up-to-date
retail grocery store, a produce supply
store, a high-class meat market, a fur-
niture and chair factory and a lumber
and building material yard.

Ohio Leads in Pottery.

Ohio is the leading pottery produc-
ing State of the country, according to
figures just compiled by Jefferson Mid-
dleton, of the United States Geological
Survey. During the last year this
State produced wares valued at \$15-
\$16,735 and representing 42.49 per cent
of the country's total output. Ohio's
principal pottery product is white
ware, which represents general house-
hold wares. The gain in the value of
this State's output last year as com-
pared with the previous year was
\$788,470.

ALFALFA TRIED IN COUNTY OF LOUISA

Doubting Thomases of That Part
of Virginia Need Fear
No Longer.

THOMSON'S SPLENDID RECORD

Where Others Failed, the Man
Who Followed Instructions
Made Brilliant Hit.

Two years ago I was in Louisa Coun-
ty and heard numbers of farmers
laughing at and ridiculing the idea of
growing alfalfa in that county. They
said the land was not suitable for it
and it would be a waste of time and
energy to try to grow this valuable
hay. Last week I published in this
section a letter from J. H. Quisenberry,
the demonstration agent for Louisa,
in which he told of his success in getting
a few farmers to try alfalfa and see
what could be done. Since then it was
learned that T. Q. Thomson had made
a fine success on two acres of the hay,
and I requested him to tell other
Louisa farmers, through the Industrial
Section, just how he did it, so that
they may go and do likewise.

Mr. Thomson writes: "I am sending
you a photograph of the two-acre plot
of alfalfa referred to. It was seeded
in August, 1912, and I submit briefly
the history of the venture, with the
hope that it may prove of interest and
encouragement to others. The piece of
land is a grass land, with a rather light
yellow to reddish subsoil and fairly
well drained and of sufficient fertility
to produce sixty to seventy-five bushels
of corn."

Starting Out Right.

"In the fall of 1911 this land was
seeded to German clover, with two
quarts of alfalfa per acre to inoculate.
One ton of rock lime was used per
acre just before seeding the clover, but
no fertilizer was used at this time. In
May, 1912, I cut an enormous crop
of German clover. Immediately after
the removal of the clover the land was
prepared and seeded to new era peas
and fertilizer being used. On August
1 I harvested a very heavy crop of peas
and applied 2,000 pounds per acre of
rock lime. Then by hickory and har-
rowing I made preparation for seeding
alfalfa, and on August 20 I sowed
broadcast 300 pounds per acre of 16
per cent acid phosphate and between
two and three bags of dirt from an
alfalfa field, harrowing this soil in just
as it was applied. Then, using a hand
seeder, I sowed half one way and half
the other fifteen pounds per acre of
good alfalfa seed and harrowed this in
well."

The Gathered Crop.

"On May 13 of this year I made my
first cutting, which, having dried for
two weeks, was weighed and sold and
the yield was one ton to the acre. My
second cutting was made June 25,
and was much heavier than the first.
At a very conservative estimate this
cutting will weigh out one and half tons
to the acre. I will make two more cut-
tings, four in all, and with good seasons
from now on, I could have a fifth cut-
ting. But Mr. Quisenberry, the County
Farm Demonstrator, under whose in-
struction this two-acre plot was prop-

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BRIGHT OUTLOOK FOR LEAF TOBACCO

Increased Acreage in Most Sec-
tions for This Year's
Money Crop.

DARK SHIPPING EXCEPTION

Warehousemen Getting Ready for
Big Business—Politicians
Should Hands Off.

The proprietors and employees of all
of the leaf tobacco warehouses of Vir-
ginia and North Carolina are having
their long-expected holiday but they
are keeping an eye on business all the
same. Many of them are mingling
with the tobacco growers and getting
pointers for the big business they ex-
pect to do in the selling of the weed
when the crop of the present year has
been cured and will be ready for the
markets. From the data they have
thus far picked up concerning this
year's crop all of the warehousemen
are of the opinion that they are going
to have more of the leaf to sell next
fall and winter than they have had for
any season within the past five years.
Their opinion is, of course, based on the
present condition of the crops, and the
information from all sections is to the
effect that there never was a finer
prospect for a heavy crop of the weed
than this year.

In the first place, the high prices for
nearly all classes of tobacco which per-
vaded last fall and winter have in-
duced the farmers in the bright belts
and in the surrounding territory to plant
larger crops. In counties where the
dark shipping tobacco is grown the
encouragement afforded by high prices
was lacking at planting and setting
time, for the high prices for this class
of tobacco did not show up last fall
and winter, and it is said that many
farmers in Southside Virginia have re-
duced their acreage materially and put
a good deal of the land that might have
been used for the weed in grasses. In
all other sections the acreage was in-
creased, and the seasons having been
unusually favorable, the outlook for
bumper crops is fine.

In the Bright Belts.

Danville, South Boston, Winston-
Salem and other bright markets are
expecting to sell a great deal more of
the weed the coming season than they
did last year, and the warehousemen
are already making ready for the in-
creased business. Of course, the crop
is not yet made, but the astute tobacco
sellers can come very near to sizing up
a coming crop by the 1st of July, and
they have sized up the one now on the
hill as a kind of record-breaker.

Danville sold last tobacco year, ac-
cording to the report of the president
of the Tobacco Board of Trade of that
city, submitted last week at the annual
meeting, 35,913,379 pounds of leaf, for
which the buyers paid \$5,040,602.19, an
average of \$14.04 per hundred pounds.
This is the highest average made on
that market since 1874. Well-informed
tobacco men of Danville predict that
the market will handle 40,000,000
pounds or more of the loose leaf the
coming tobacco year, and they say the
demand is so great and present stocks
so far below the demand, they expect
no falling off in prices. Other mar-

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DEVELOPMENT IN INDUSTRIAL SOUTH

New Shops Opening—Old Ones
Enlarging in Various
Parts of Dixie.

FROM GULF TO POTOMAC

Northern Capital Continues to
Seek Investment in Southern
Enterprises—Sundry Notes.

[Special to The Times-Dispatch.]
Baltimore, July 12.—Among the
many Southern industrial and other
developmental enterprises reported in
this week's issue of the Manufac-
turers' Record, are the following:

M. L. Rhodes, of New Orleans, La.,
W. L. Burton and S. G. Schwartz, of
Burton, La., are reported to have pur-
chased timber land in Taylor and La-
fayette Counties, Fla., estimated to
contain 1,000,000,000 feet of cypress
timber, and to construct band sawmill
with annual capacity of 40,000,000 feet
of lumber.

Phillips Sheet and Tin Plate Com-
pany, Weirton, W. Va., is reported to
build ten additional mills at cost of
\$1,000,000; electrical drive from local
transmission system.

Texas Public Service Company, was
incorporated with capital stock of
\$500,000 by H. A. Van Eaton and as-
sociates, of Houston, Texas, and pro-
poses to rehabilitate and develop ice
and light plants at Gilmer, Mt. Pleas-
ant, Vernon and Bay City, Tex.; pos-
sibly other extensions and develop-
ments later.

Memphis Mining and Manufacturing
Company, Winbro, Miss., owns 15,000
acres of ore and timber land, and will
install ten-ton coldblast charcoal fur-
nace for manufacturing high grade
iron; contemplates installation of cal-
cining plant and charcoal kiln; cost
of furnace and mine equipment about
\$50,000.

Republican Iron and Steel Company,
Birmingham, Ala., is reported as ready
to build \$100,000 plant and transmis-
sion system to furnish electricity to
various Thomas furnaces, Sayreton
mines and three other openings.

St. Louis Southwestern Railway
Company, of Texas, is reported as to
expend \$250,000 for bridge at Fort
Worth, Texas, in connection with con-
struction of \$750,000 terminal sta-
tion.

McDonald Charcoal Iron Company
Ellisburg, Mo., will build 100-ton fur-
nace with by-product chemical plant
for hardwood charcoal; approximate
cost, \$500,000.

Elkhorn Gas Coal Mining Company,
Wheeling, W. Va., will increase author-
ized capital stock from \$500,000 to
\$2,000,000; plans improvements and ex-
tensions.

Nebo Coal Company, Louisville, Ky.,
was incorporated with capital stock of
\$250,000; will develop coal properties.
Dayton Hosiery Mills, Dayton, Tenn.,
was incorporated with capital stock of
\$60,000, and will erect buildings and

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REAL ESTATE AND BUILDING NEWS

A Rift Is Noticeable in
the Cloud of Several
Weeks' Dullness.

MONEY EASING UP. GREATER INQUIRY

But All the Same the Summer
Holiday Time Is Not Over.
Agents Doing Office Work
Pretty Much Altogether
and Closing Up Deals
Heretofore Made.

The vacation season for the real
estate agents seems to be on in earnest.
This does not mean that all of the
agents, or even a few of them, are at
the seashore or in the mountains or in
the rural districts, but it does mean
that the speculators and investors and
other kinds of buyers and sellers of
and traders in Richmond and suburban
property are taking somewhat of a
midsummer vacation. These latter may
not be at the seashore or in the moun-
tains in very large numbers, but some
of them are there, and the most of the
others might as well be there, so far as
their influence on the real estate mar-
ket is concerned, for be they where
they may, they are certainly not doing
much firing along the real estate lines
during these sultry July days. There
may be reasons for this lethargy other
than hot weather, and there is no do-
ubting the fact that a little temporary
money tightness and what may be
the ultra-conservatism and "overcau-
tiousness" of banks and bankers have
contributed largely to the work of
making the past week and the past
several weeks, as far as that matter,
rather dull in the real estate world.

Skies Are Brightening.

However, the past week has wit-
nessed a rift or two in the clouds, I
am told by one of the more cautious
and conservative of the Main Street
agencies that the money tightness is
loosening up somewhat, and very no-
ticeable signs of a still further loosening
up came to the surface within the
past few days. By way of illustration,
this agency read me paragraphs from
a correspondence with an out-of-town
capitalist, which authorized said
agency to loan at once on realty at
curly \$15,000, and there was an intima-
tion that there was more cash where
that remittance came from.

As bearing upon the same point, a
banker told me that "money for real
estate investment is showing signs of
easing up considerably." Cautious
talker that he is, this banker would
not admit that it had already eased
up." Numerous agents and several
real estate plungers, however, had
heard of this "easing up" before the
banker intimated it to the man of news,
and some of them had been busily
acting and governing themselves ac-
cordingly. This resulted in a few
small sales here and there and the
opening up of considerable negotia-
tions that may, or may not, close
sooner or later, and in some right large
sales of one kind and another.

Many Deeds Recorded.

Numerous agents and agencies have
during the past week been taking ad-
vantage of the July dullness to catch
up with their office work and to put
the final touches on several deals that
were practically completed in former
months, some of them as far back
as February. The result of this kind
of business was a small rush on the
clerks of the courts to record deeds.
Since the very first of last week, the
Court only two or three had reference
to sales that were made in this month.
One interesting deed that went to re-
cord was from "Klein & Son" to Wal-
ter F. Smith, which conveyed to the
latter the valuable property on
Cary Street near Twelfth Street, known
as the old Richmond and Allegheny
warehouse and office property. The
tax paid on the transaction indicates
that the sum of \$2,500 changed hands
in this transaction, but it is under-
stood that there was considerable
swapping of the deed in the making
of that deal, and it is doubtful if
anything like half or that amount of
cash actually changed hands.

J. D. Carneal & Son, J. Thompson
Brown & Co., N. W. Brown & Son, Sel-
comen Taylor & Son, Richeson & Crutch-
field, Connolly & Co., Amos & Co., Pol-
lard & Bagby and numerous other
agencies sent forth many deeds for
record for their constituents. In the
main these deeds had reference
to business that was transacted sev-
eral weeks ago, and the deals have
mostly been reported in these columns.
Other deeds to be noted are those
that Parker-Bagby Co., of 102 North
Eight Street, recently sold two hand-
some dwellings on West Grace Street,
for which they got \$23,500, and four
brick tenements in South Richmond
for which they obtained for their con-
stituents \$8,000. J. D. Cook & Co. sold
115 feet of good ground on Cary Street
for \$4,400, two homes on Wallace
& Co. tell of the sale of a large timber
tract for \$2,250, fifty feet on Leonard
Street for \$400 a foot and a Club View
lot for \$2,500.

Some Improvement Noticed.

A mail order of the general report bet-
ter business last week than the week
before, and all of them are optimistic,
claiming that the numerous small
sales, none of which, so far as re-
ported, exceed \$5,000, are a good sign
of better things that are coming
in the very near future when the Rich-
mond banks get through sending
money down South to meet crop emer-
gencies and to draw heavy amounts
of interest and bring it back for Rich-
mond investment.

The farm sellers are still having
very good business. Numerous agents
have had this kind of property in the
counties near to and convenient to
Richmond spent much of the week in
automobile prospecting and purchas-
ers out to the rural districts. Amos
& Co. tell of the sale of a large timber
tract in Amelia County and a charming
farm in Chesterfield County.

The suburban property dealers say
business is necessarily dull with them
just now, but they are not discouraged,
and with the loosening up of the finan-
cial situation, which they look for at
any moment, they expect large busi-
ness.

There were rumors yesterday of two
(Continued On Fifth Page.)